

IPE SURVEY MANAGERS OF IRISH INSTITUTIONAL ASSETS

Company	Aberdeen Standard Inv.	Acadian Asset Management	AXA Investment Managers	Baillie Gifford	Barrow, Hanley, Mewhinney & Strauss	BlackRock	CBRE	DDJ Capital Management	Dodge & Cox	Fisher Inv. Europe	Goldman Sachs Asset Mngt. Int.	Heitman	Hermes Inv. Managers	Insight	Irish Life Inv. Managers	KBI Global Investors
Assets under management (€m)																
As at	30/06/18	31/12/18	30/09/18	30/09/18	30/09/18	30/09/18	30/09/18	30/09/18	30/09/18	30/09/18	30/09/17	30/09/18	30/09/18	30/09/18	31/12/18	31/12/18
Institutional clients: Ireland	5,265	7,307.07	11,117	1,537.74	1,756	12,056	298	367.91	29.2	2.52	26,256	64	415	17,126	42,870	803
Pension fund clients	1,898	329	730	346.28	574	1,321	199	367.91	0	2.52	20,007	0	0	10,528	42,870	803
Insurance company clients	1,681		6,606	0	0	0	0	0	0	0	0	0	0	1,486	0	0
All other institutional clients	1,686		3,781	1,191.46	1,182	10,734	99	0	29.2	0	0	64	415	5,112	0	0
Worldwide	630,010	75,331.7	740,461	220,428.57	73,001	5,548,084	90,094	7,245.37	272,458	88,920.59	1,064,643	37,540	40,408	677,798	67,100	9,787
For clients in Europe	528,122		568,460	89,629.04	3,801	1,393,637	49,095	1,698.9	4,149	12,286.16	211,717	3,596	33,414	608,633		
Institutional clients: Europe	370,274		551,903	61,274.81	3,801	929,413	48,492	1,698.9	4,144	10,545.28	196,019	3,555	22,329	604,702		
Institutional clients: non-Europe	62,315		135,541	130,799.52	69,200	2,433,582	40,885	5,546.47	268,313	26,007.3	836,065	33,812	5,546	68,611		
For third party mandated assets	3,700		4,739	0	1,756	12,056	0	367.91	0	0	0	64	415	17,126		
Amount managed through segregated accounts	1,074		6,992	1,138.39	574	6,202	99	367.91	0	0	21,276	64	414	8,995		
Amount managed through pooled funds	4,191		4,125	399.35	1,182	5,854	199	0	29.2	2.52	4,980	0	1	8,131		
Of total in segregated accounts (€m)																
Actively managed	1,074			1,138.39	574	6,134		367.91	0	0	21,276	64	414	8,995		
Passively managed	0			0	0	68		0	0	0	0	0	0	0		
Balanced mandates	0			0	0	0		0	0	0	0	64	0	0		
Specialist mandates	1,074			1,138.39	574	6,134		367.91	0	0	21,276	0	414	8,995		
Value of new mandates won from Irish institutional clients - 12 month period to 30th September 2018 (€m)																
New clients	6 ⁽¹⁾			0	0	0					2,555 ⁽²⁾	0	0 ⁽³⁾	ND		
Existing clients	18,601 ⁽¹⁾			29.78	0	0					0	0	0 ⁽³⁾	ND		

Company	LACM Global	Legal & General Investment Mngt.	Macquarie Investment Management	Morgan Stanley Investment Mngt.	Northern Trust Asset Mngt.	PGIM	PineBridge Investments	Principal Global Investors	Putnam Investments	Schroders	Setanta Asset Management	State Street Global Advisors	Unigestion
Assets under management (€m)													
As at	31/10/18	30/06/18	30/09/18	30/09/18	30/09/18	30/09/18	30/09/18	30/09/18	30/09/18	30/09/18	30/09/18	30/09/18	31/10/18
Institutional clients: Ireland	573	17,958	635	5,678	1,565	637	226	250	927	497	7,861	22,257	116
Pension fund clients	195	17,266	405	405	1,565	97	196	250	12	497	7,861	22,257	116
Insurance company clients	0	664	0	1,656	0	0	0	250	0	0	7,443	11,691	0
All other institutional clients	378	28	635	3,617	0	540	30	0	915	0	418	2,681	116
Worldwide	24,152	1,113,645	218,268	348,929	836,506	1,011,270	78,316	385,516	152,577	493,048	10,317	2,419,433	20,519
For clients in Europe	6,826	974,531	8,804	78,570	73,162	53,855	10,339	16,325	3,872	301,705	7,896	305,688	14,608
Institutional clients: Europe	6,826	937,063	8,804	78,093	73,162	43,867	8,322	14,349	3,872	46,280	7,896	255,990	13,667
Institutional clients: non-Europe	17,327	139,115	129,908	214,093	641,518	391,465	32,320	338,231	21,869	191,343	2,420	1,158,562	5,550
For third party mandated assets	0	17,958	0	5,678	0	637	226	250	0	497	418	11,691	116
Amount managed through segregated accounts	0	11,015	34	4,413	0	535	291	195	715	107	36 ⁽⁴⁾	12,178	0
Amount managed through pooled funds	573	6,943	0	1,265	1,565	102	30	55	212	390	382 ⁽⁴⁾	10,079	116
Of total in segregated accounts (€m)													
Actively managed	0	2,357	34	4,413	0	535	196	195	715	107	36	6,989	0
Passively managed	0	8,658	0	0	0	0	0	0	0	0	0	5,189	0
Balanced mandates	0	0	0	3,414	0	0	0	87	0	0	0	0	0
Specialist mandates	0	11,015	34	999	0	535	196	108	715	107	36	10,079	0
Value of new mandates won from Irish institutional clients - 12 month period to 30th September 2018 (€m)													
New clients	0			21	244	0			17	0	2	0	0
Existing clients	0			ND	0	61			NA	5	321	0	2

Key:
NA= Not available;
ND= Not disclosed

Footnotes:
(1) As at 30/06/18
(2) Represents new mandates from both new and existing clients
(3) Relates to segregated accounts only
(4) Relates to third party mandated assets

THE ADVERTISING DEPARTMENT ARE AWARE AND SHALL BE PROVIDING

Survey overview

Number of managers in survey	29
Assets managed for Irish institutional clients	186,450
Assets managed for Irish pension fund clients*	108,094
Assets managed for Irish insurance company clients*	31,477
Assets managed for other Irish institutional clients*	33,652
Managed through segregated accounts*	76,715
Managed through pooled funds*	50,806
Actively managed*	55,614
Passively managed*	13,915
Balanced mandates*	3,565
Specialist mandates*	38,589

*Where disclosed

Top managers: Irish institutional assets

Company	€m	As at
1 Irish Life Investment Managers	42,870	31/12/18
2 Goldman Sachs Asset Management Int.	26,256	30/09/17
3 State Street Global Advisors	22,257	30/09/18
4 Legal & General Investment Management	17,958	30/06/18
5 Insight	17,126	30/09/18
6 BlackRock	12,056	30/09/18
7 AXA Investment Managers	11,117	30/09/18
8 Setanta Asset Management	7,861	30/09/18
9 Acadian Asset Management	7,307	31/12/18
10 Morgan Stanley Investment Management	5,678	30/09/18
11 Aberdeen Standard Investments	5,265	30/06/18
12 Barrow, Hanley, Mewhinney & Strauss	1,756	30/09/18
13 Northern Trust Asset Management	1,565	30/09/18
14 Baillie Gifford	1,538	30/09/18
15 Putnam Investments	927	30/09/18
16 KBI Global Investors	803	31/12/18
17 PGIM	637	30/09/18
18 Macquarie Investment Management	635	30/09/18
19 LACM Global	573	31/10/18
20 Schroders	497	30/09/18

Top managers: Irish pensions assets

Company	€m	As at
1 Irish Life Investment Managers	42,870	31/12/18
2 Goldman Sachs Asset Management Int.	20,007	30/09/17
3 Legal & General Investment Management	17,266	30/06/18
4 Insight	10,528	30/09/18
5 State Street Global Advisors	7,885	30/09/18
6 Aberdeen Standard Investments	1,898	30/06/18
7 Northern Trust Asset Management	1,565	30/09/18
8 BlackRock	1,321	30/09/18
9 KBI Global Investors	803	31/12/18
10 AXA Investment Managers	730	30/09/18
11 Barrow, Hanley, Mewhinney & Strauss	574	30/09/18
12 Schroders	497	30/09/18
13 Morgan Stanley Investment Management	405	30/09/18
14 DDJ Capital Management	368	30/09/18
15 Baillie Gifford	346	30/09/18
16 Acadian Asset Management	329	31/12/18
17 CBRE	199	30/09/18
18 PineBridge Investments	196	30/09/18
19 LACM Global	195	31/10/18
20 PGIM	97	30/09/18

Top managers: Irish institutional segregated account assets

Company	€m	As at
1 Goldman Sachs Asset Management Int.	21,276	30/09/17
2 State Street Global Advisors	12,178	30/06/18
3 Legal & General Investment Management	11,015	30/06/18
4 Insight	8,995	30/09/18
5 AXA Investment Managers	6,992	30/09/18
6 BlackRock	6,202	30/09/18
7 Morgan Stanley Investment Management	4,413	30/09/18
8 Baillie Gifford	1,138	30/09/18
9 Aberdeen Standard Investments	1,074	30/06/18
10 Putnam Investments	715	30/09/18
11 Barrow, Hanley, Mewhinney & Strauss	574	30/09/18
12 PGIM	535	30/09/18
13 Hermes Investment Managers	414	30/09/18
14 DDJ Capital Management	368	30/09/18
15 PineBridge Investments	291	30/09/18
16 Principal Global Investors	195	30/09/18
17 Schroders	107	30/09/18
18 CBRE	99	30/09/18
19 Heitman	64	30/09/18
20 Setanta Asset Management	36	30/09/18